

“UTM-1 Edge appliances turned out to be a winning strategy. With SmartCenter, we can administer the VPNs and every appliance from the data center.”

*Mauro Lorenzi
Network and Security Manager
Manfrotto Group*



CUSTOMER NAME

Manfrotto Group

INDUSTRY

Manufacturing

CHECK POINT PRODUCTS

- VPN-1® Power
- UTM-1™ Edge™
- VPN-1 SecureClient™
- VPN-1 SecuRemote®
- SmartCenter™

CUSTOMER NEEDS MET

- Provide secure remote VPN access to corporate resources for branch offices
- Centralize security management, configuration, and administration
- Increase security to support new remote VPN access to corporate resources

UTM-1 Edge Provides the Sure Shot for Supporting Business Expansion

ABOUT MANFROTTO GROUP

The Manfrotto Group is the world leader in the creation, production, and distribution of professional support systems for the photography, video, and entertainment industries. As part of the Vitec Group, the Manfrotto Group employs more than 600 people in Italy as well as several locations worldwide. With headquarters located in Bassano del Grappa, in the province of Vicenza, the group has facilities in Feltre and Marcon as well as distribution centers in France, Germany, Israel, Italy, and the United States. The company markets four separate brands of equipment that are leaders in the photography, video, broadcast, film, and live entertainment markets contributing to a total consolidated sales figure of more than \$140 million (110 million euros) in 2006.

THE MANFROTTO GROUP CHALLENGE

Secure VPN access to centralized data centers

The Manfrotto Group information systems are consolidated in Bassano del Grappa where the main data center is equipped with approximately 50 servers. This architecture allows all the business units within each brand to connect to a centralized data center to access administrative and financial systems.

Manfrotto Group started securing its business network system with a Check Point VPN-1® Power gateway and created virtual private networks (VPNs) between the main data center and the various branches and outlying offices. While it supported basic connectivity to the data center from branch offices, competitiveness in the market was growing, and access to information was in tremendous demand among remote and mobile users.



Mobile users spur demand for secure remote access

In just a short time, more than 25 percent of the employees in Italy were considered mobile users, and the trend was quickly catching on throughout the branch offices. “It was becoming increasingly important that employees could read their email remotely without having to go into the office,” says Mauro Lorenzi, network and security manager for Manfrotto Group. Critical information was being communicated through email and having access only at branch offices just was not practical anymore. It was hurting our sales and customer service organizations ability to be responsive.”

At the same time, there was no room in the budget to allocate toward having remote IT personnel at branch offices to deploy new VPNs and provide ongoing maintenance. Manfrotto Group needed a VPN solution that could be centrally managed out of the data center while securing the new access to information and corporate resources for which users were asking. “We also needed to take a look at the security surrounding our branch office connections in order to provide remote access for employees who work out of those offices,” he says. “Providing increased access to our networks and corporate information systems meant we also needed to take a step up in securing each branch office.”

THE CHECK POINT SOLUTION

Check Point UTM-1™ Edge™ appliances answered all the Manfrotto Group business expansion requirements and then some. “With the planned expansion of the number of offices in England, and later in the year a distribution office in Japan, the appliances could be quickly deployed and scale for as many VPN connections as we need,” Lorenzi says. “The UTM-1 Edge appliances turned out to be a winning strategy—especially from a management perspective. With SmartCenter™, we can administer all the VPNs and the functionality of every UTM-1 Edge appliance from the data center.”

Centralized management saves time and money

The unified security architecture allowed Lorenzi to set a consistent policy across all the endpoints on the network. “The centralized architecture of our security administration allows us to expand quickly with no errors or downtime due to misconfiguration. It was very cost effective to install the appliances at each of the branch offices,” he says. “We saved money on deployment because we did not need an outsourced technical service to install them. Except for ordinary maintenance, once they are installed, you can forget about them.”

UTM provides secure branch office access and peace of mind

“Having an integrated firewall and antivirus combined with intrusion protection on our UTM-1 Edge appliances gives us the peace of mind that our branch offices are receiving the same level of security as the data center,” Lorenzi says.

THE FUTURE OF MANFROTTO GROUP

Manfrotto Group employees now use VPN-1 SecureClient® to access corporate resources and email at their homes, on the road, and are able to do their jobs as if they were in the office. For the future, the Italian network security manager is looking forward to moving to the Connectra™ Web security gateway and making core applications, like email, available over the Web. “Check Point has everything we need to extend our network, equip branch offices, and keep up with business demand,” he says.

CONTACT CHECK POINT	Worldwide Headquarters 5 Ha'Solelim Street, Tel Aviv 67897, Israel Tel: 972-3-753-4555 Fax: 972-3-624-1100 Email: info@checkpoint.com
	U.S. Headquarters 800 Bridge Parkway, Redwood City, CA 94065 Tel: 800-429-4391; 650-628-2000 Fax: 650-654-4233 www.checkpoint.com

©2003–2008 Check Point Software Technologies Ltd. All rights reserved. Check Point, AlertAdvisor, Application Intelligence, Check Point Endpoint Security, Check Point Endpoint Security On Demand, Check Point Express, Check Point Express CI, the Check Point logo, ClusterXL, Confidence Indexing, ConnectControl, Connectra, Connectra Accelerator Card, Cooperative Enforcement, Cooperative Security Alliance, CoreXL, CoSa, DefenseNet, Dynamic Shielding Architecture, Eventia, Eventia Analyzer, Eventia Reporter, Eventia Suite, FireWall-1, FireWall-1 GX, FireWall-1 SecureServer, FloodGate-1, Hacker ID, Hybrid Detection Engine, IMsecure, INSPECT, INSPECT XL, Integrity, Integrity Clientless Security, Integrity SecureClient, InterSpect, IPS-1, IQ Engine, MailSafe, NG, NGX, Open Security Extension, OPSEC, OSFirewall, Pointsec, Pointsec Mobile, Pointsec PC, Pointsec Protector, Policy Lifecycle Management, Power-1, Provider-1, PureAdvantage, PURE Security, the puresecurity logo, Safe@Home, Safe@Office, SecureClient, SecureClient Mobile, SecureKnowledge, SecurePlatform, SecurePlatform Pro, SecuRemote, SecureServer, SecureUpdate, SecureXL, SecureXL Turbocard, Security Management Portal, Sentivist, SiteManager-1, SmartCenter, SmartCenter Express, SmartCenter Power, SmartCenter Pro, SmartCenter UTM, SmartConsole, SmartDashboard, SmartDefense, SmartDefense Advisor, Smarter Security, SmartLSM, SmartMap, SmartPortal, SmartProvisioning, SmartUpdate, SmartView, SmartView Monitor, SmartView Reporter, SmartView Status, SmartViewTracker, SMP, SMP On-Demand, SofaWare, SSL Network Extender, Stateful Clustering, Total Security, the totalsecurity logo, TrueVector, Turbocard, UAM, UserAuthority, User-to-Address Mapping, UTM-1, UTM-1 Edge, UTM-1 Edge Industrial, UTM-1 Total Security, VPN-1, VPN-1 Accelerator Card, VPN-1 Edge, VPN-1 Express, VPN-1 Express CI, VPN-1 Power, VPN-1 Power Multi-core, VPN-1 Power VSX, VPN-1 Pro, VPN-1 SecureClient, VPN-1 SecuRemote, VPN-1 SecureServer, VPN-1 UTM, VPN-1 UTM Edge, VPN-1 VSX, Web Intelligence, ZoneAlarm, ZoneAlarm Anti-Spyware, ZoneAlarm Antivirus, ZoneAlarm ForceField, ZoneAlarm Internet Security Suite, ZoneAlarm Pro, ZoneAlarm Secure Wireless Router, Zone Labs, and the Zone Labs logo are trademarks or registered trademarks of Check Point Software Technologies Ltd. or its affiliates. ZoneAlarm is a Check Point Software Technologies, Inc. Company. All other product names mentioned herein are trademarks or registered trademarks of their respective owners. The products described in this document are protected by U.S. Patent No. 5,606,668, 5,835,726, 5,987,611, 6,496,935, 6,873,988, 6,850,943, and 7,165,076 and may be protected by other U.S. Patents, foreign patents, or pending applications.
CENOHNTT [CONOHNNNE]